



THE UNIVERSITY OF CHICAGO
CENTER FOR CONTINUING EDUCATION

New management information systems for
purchasing, plant scheduling, inventories,
distribution, warehousing, and shipping



CONTROL OF MATERIAL FLOW

A THREE-DAY INTENSIVE SEMINAR

NEW YORK CITY June 13, 1977
CHICAGO September 19-21, 1977



SEMINAR CONTENT

A company's investment in materials and goods—raw, in-process, finished—usually represents a significant part of its assets. It deserves corresponding attention from management. The proper management systems can ensure that the flow of materials and the inventories of goods support Manufacturing and Distribution to the maximum extent possible and give Sales and Marketing a competitive advantage. The volume and complexity of materials management information required suggest an integrated approach from raw materials purchasing to finished product delivery. This seminar enables you to define solutions, to set criteria for choosing the appropriate E.D.P. hardware and software and for defining models and data structure, and to plan systems projects. Attendees may present to the seminar a major logistics question accompanied, if possible, with supporting data.

INVENTORIES:

Three levels: tally, control and management. Push versus pull/type control • Reasons for holding inventory • Average, cycle and safety stocks • Inventory measurements • Physical versus book inventory • Computer/ledger versus bin count • Standard, marginal and holding costs

DEMAND FORECASTING:

Basis for all logistical operations • Differentiation between forecasts and replenishment quantities • Various forms of forecasts: "internal" (e.g. adaptive smoothing), "external" (e.g. sales department estimates), "derived" (e.g. materials requirement planning) • Forecast efficacy: average and cumula-

tive errors; bias • Forecast rejection and modification

REPLENISHMENT RULES:

Purchasing • Make or buy • Plant loading • Machine loading • Plant scheduling • Economic lot sizes/Economic production runs • Relevant cost factors • Full capacity operation versus slack capacity

SERVICE LEVEL:

Various measures of service performance: "what does 95% service mean?" • Factors affecting service • Means of measuring and monitoring service • Different procedures for allocating safety stock among items

WAREHOUSING:

Warehouse location • Shipping modes to replenish stock • Centralized versus decentralized stocking • Tally and control procedures • Manual versus computerized systems • Replenishment responsibility • Management responsibility and decision means

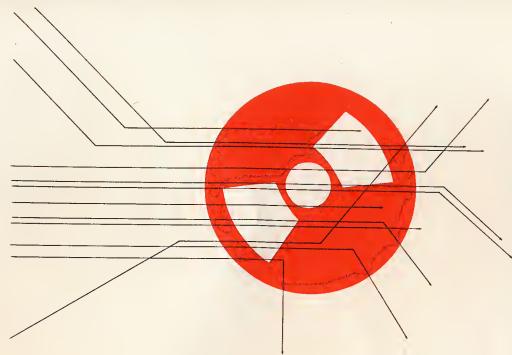
FREIGHT CONTROL:

Mode selection • Advantages of each mode • Estimating, checking, controlling and managing freight costs • Effects on manufacturing, marketing, sales and warehousing • Data handling problems with respect to standard costing, accounting and accounts payable

SEMINAR George Brigham



Georges Brigham is Senior Vice President, eastern region of Manalytics, Inc., a management research firm specializing in distribution, transportation and containerization, and President and founder of Advanced Transportation Management, Inc., a non-profit transportation consulting firm. As Director, Customer Service and Distribution, American Can Company, he was responsible for operating a large, on-line real-time order entry system, using linear programming models in budgeting and planning, developing a generalized transaction reporting system, and for forecasting, warehousing, and freight control. Previously, he was Manager, Systems Research and Development for Arthur Andersen & Company in Chicago. He received an A.B. in Engineering Sciences from Harvard College and did graduate work in Applied Mathematics at Harvard. He has published numerous articles on Management Science. He is a Fellow of the American Association for the Advancement of Science and a member of the National Council of Physical Distribution Management, of the Operations Research Societies of France, Japan, and the United Kingdom, and of the Institute of Management Sciences.



CONTROL OF MATERIAL FLOW

COMMENTS FROM PREVIOUS ATTENDEES

"Mr. Brigham has succeeded in wetting my appetite about correct material flow. The areas covered are important now as well as for future planning." Dan R. Horn, Supervisor Traffic, Ross Laboratories, Columbus, Ohio

"To do a job - there must be an understanding of the job and the forces that affect it. This program supplies that understanding." Thomas F. Parker, Jr., Purchasing Agent, Wescom, Inc., Downers Grove, Illinois

"A very informative and interesting seminar." Louis G. Zucchi, Manager of Purchasing, Dragoco, Inc., Totowa, New Jersey

WHY YOU SHOULD ATTEND

"Control of Material Flow" is a three-day seminar for:

- Managers in data processing and information services who also have responsibility for management systems design and implementation.
- Managers with direct responsibility for purchasing, plant scheduling, inventories, distribution, warehousing and shipping.
- Managers in manufacturing, marketing or sales, with the responsibility for delivery service, who would like to understand better the role of material flow with respect to their areas of responsibility.

To ensure maximum effectiveness, a variety of teaching methods are employed so that each participant, regardless of background, emerges with a sound understanding of the material presented. In addition, a specially designed workbook will not only provide a means of understanding and assimilating the material covered, but will also allow future information to be catalogued conveniently for easy reference.

The seminar has been structured to encourage participation from attendees. Your questions and problems on control of material flow can be raised, discussed and answered.

IN-COMPANY PROGRAMS

The program described in this brochure can be offered on an "in-company" basis. In addition, it can be modified and tailored to your company. If you are considering the possibility of using "in-company" training, you should consider the following factors: action, environment, program content and a host of other factors. We will provide you with an immediate response to your request for proposal. Write or call: William A. Kulok, Program Director, New York Marketing Center, 360 Lexington Avenue, New York, New York 10017 — Tel. (212) 953-7262.

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CERTIFICATES OF PARTICIPATION:

The University of Chicago Center for Continuing Education will award certificates of participation to all attendees.

REGISTER EARLY FOR: CONTROL OF MATERIAL FLOW

EARLY REGISTRATION IS ADVISED: To register, phone the registrar Toll Free 800/223-7450 from anywhere in the U.S. (New York State please call collect 212/953-7266). You may also register by completing the mail registration form below. All phone and mail registrations are confirmed by the registrar. Last-minute on-site registration is not encouraged.

SCHEDULE: Seminar hours are from 9:00 A.M. to 5:00 P.M. with a luncheon break from 1:00 P.M. to 2:15 P.M.

LOCATIONS: The seminars are held in comfortably arranged meeting rooms in conveniently located hotels. For exact hotel information and your room reservations, please call Toll Free 800/223-7450 from anywhere in the U.S. (New York State please call collect 212/953-7266) or you will receive hotel information in the mail when you register.

TRAVEL ARRANGEMENTS: To determine the feasibility of a group discount or if you would like us to handle your airline arrangements please call Toll Free 800/223-7450 from anywhere in the U.S. (New York State please call collect 212/953-7266).

FEE: \$435 tuition fee per person plus \$60 registration fee per company (includes all workbook and handout materials).

TEAM REGISTRATION SAVINGS: Each registration after the first is subject to the tuition fee only, a savings of \$60 per registration. The full utilization of important knowledge usually requires discussion, support and cooperative effort. After the course your team will be able to implement and reinforce each member's efforts.

Please cut along dotted line and return with label.

BROCHURES DESCRIBING THESE OTHER UNIVERSITY OF CHICAGO CENTER FOR CONTINUING EDUCATION SEMINARS ARE AVAILABLE

Check the subjects of interest to you or your organization for details by return mail without obligation. You may also call Toll Free 800/223-7450 from anywhere in the U.S. (New York State please call collect 212/953-7262) for the locations and dates of these nationally held seminars.

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REGISTRATION FORM — CONTROL OF MATERIAL FLOW

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- ☐ Check is enclosed
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DATES (check where applicable)
☐ June 1-3, 1977 NEW YORK CITY
☐ September 19-21, 1977 CHICAGO



THE UNIVERSITY OF CHICAGO
Center for Continuing Education

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